

Servizio di consegna di cibo e SaaS in rapida crescita



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Questa azienda è una piattaforma innovativa per la consegna, la logistica e la gestione della flotta che consente alle aziende online di evadere gli ordini in modo intelligente, scalabile e senza interruzioni. Al servizio di marchi di e-commerce, aziende direct-to-consumer (DTC) e rivenditori in rapida crescita, questa azienda ottimizza le operazioni della catena di approvvigionamento con centri di evasione strategicamente posizionati, tracciamento dell'inventario in tempo reale, elaborazione automatizzata degli ordini, ottimizzazione dei percorsi e reti di spedizione a livello nazionale.

Punti di forza

- Ricavi ricorrenti – ARR totale \$4,5M
- Crescita totale del business – 36% di crescita dei ricavi: combinato TTM/Ricavi stimati 2025 su 2024
- Crescita SaaS – 2.000% di crescita dei ricavi prenotati nel 2025
- Clienti: 25 account aziendali attivi
- Dimensione media del contratto \$50-100K annui
- Servizio High-Touch con un basso tasso di abbandono dei clienti su < 3%.
- Maggioranza di clienti con contratti di 12 mesi
- Infrastruttura scalabile per l'evasione
- Capacità di consegna a livello nazionale

Marketing

Attualmente non sono previste spese di marketing. L'acquisizione di clienti si basa sulla pubblicazione di post su LinkedIn, sulla ricerca a freddo e su sequenze di 15 punti di contatto. Questo rappresenta un'enorme opportunità per un nuovo proprietario di aumentare le vendite creando e implementando una nuova ed efficace strategia di marketing.

Operazioni

L'attività è gestita con successo da un unico proprietario che lavora circa. 15-20 ore a settimana per gestire riunioni con i clienti, revisioni interne dei prodotti e una leggera supervisione finanziaria. Inoltre, ci sono circa. 40 dipendenti tra servizi e SaaS.

Forza finanziaria

Un'azienda di comprovata esperienza in un mercato competitivo, che combina una forte brand equity, un'attività di servizi matura e una piattaforma SaaS in rapida espansione. Con il giusto finanziamento e il team di crescita, è ben posizionata per guidare e potenzialmente dominare la categoria della gestione delle consegne.

TARGET PRICE

\$ 1,700,000

GROSS REVENUE

\$ 4,513,697

EBITDA

\$ 0

BUSINESS TYPE

Software e SAAS

COUNTRY

Stati Uniti

BUSINESS ID

L#20250987

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